

Nick Scharf

Original Targets
5/12

Project Growth
5/22/95

		Q1	Q2	Q3	Q4	Total
Projects Completed						
Medium		20	50	100	130	300
Small		100	125	150	225	600
Add-on		20	20	40	40	120
Installed base- medium		20	70	170	300	
Installed base- small		100	225	375	600	
medium in ops	35% installed base	7	24.5	59.5	105	
number vars	20% small projects	20	25	30	45	
Revenue:						
Medium		2,344,697	5,861,742	11,723,485	15,240,530	35,170,455
Small		1,055,871	1,319,839	1,583,807	2,375,710	6,335,227
Add-on	Pct in ops	379,167	379,167	758,333	758,333	2,275,000
Maintenance & Operations	rev/mon	216,000	756,000	1,836,000	3,240,000	6,048,000
Total revenue		3,995,735	8,316,748	15,901,625	21,614,574	49,828,682

	5/22/95			
Staffing at Start of Quarter	Q1	Q2	Q3	Q4
Project Teams:				
Production Manager	8.1	14.5	25.2	33.5
Analyst	16.4	27.6	46.8	62.1
Human Interface Designer	6.7	16.7	33.3	43.3
Engineer	16.8	39.1	78.2	100.5
Total	48.0	97.8	183.6	239.5
Operations :				
Director	1	1	1	1
System Administrators	4	5	7	7
Administrative support	10% sys ad	0	1	1
Maintenance and tools support				
Director	1	1	1	1
Engineers	10% installed base	1	2	6
Administrative support	20% engineers	0.1	0.5	1.2
Production Services Management				
Vice President	1	1	1	1
Directors	20% proj mgrs	2	3	5
Administrative support	30% p/s mgmt	0	1	2
Sales and marketing				
VP	1	1	1	1
Customer representatives	10% med projects	5	5	10
Technical support reps	50% dir. + var reps	5	5	8
Var channel representatives	20% vars	5	5	6
Product marketing		2	2	2
Administrative support	10% sales heads	2	2	3
Total staff excluding G&A	78.1	132.9	237.7	311.1
G&A				
COO	1	1	1	1
Controller	1	1	1	1
Accounting Staff	5% total staff	4	7	12
Recruiter		1	1	1
Administrative support		2	2	2
Total staff	87.1	144.5	254.6	331.6

↑ incl. training time.

P&L Forecast-- Production Services Only

5/22/95

	Q1	Q2	Q3	Q4	Total
Revenue:					
Medium	2,344,697	5,861,742	11,723,485	15,240,530	35,170,455
Small	1,055,871	1,319,839	1,583,807	2,375,710	6,335,227
Add-on	379,167	379,167	758,333	758,333	2,275,000
Maintenance & Operations	216,000	756,000	1,836,000	3,240,000	6,048,000
Total revenue	3,995,735	8,316,748	15,901,625	21,614,574	49,828,682
Salaries	3,217,670	4,410,977	7,101,226	9,182,524	23,912,396
Fringe benefits	18.0%	579,181	793,976	1,278,221	4,304,231
Commissions	4.0%	159,829	332,670	636,065	1,993,147
Recruiting	5,000	300,254	587,497	1,137,752	3,548,740
Facility		84,222	139,803	246,277	791,171
Other	25%	804,418	1,102,744	1,775,306	5,978,099
	5,145,573	7,367,667	12,174,847	15,839,699	40,527,785
Pretax profit (loss)	(1,149,839)	949,082	3,726,778	5,774,875	9,300,897
Square feet	56,148	93,202	164,185	213,913	
Facility assumptions:					
Ft/person	\$/mo/ft - full srv				
215	\$ 1.50				